

MANUFACTURING-WORKS



\$13 million in new and retained sales
\$4 million in new investments
151 jobs created or retained

Manufacturing-Works provides broad technical assistance, engineering solutions, general business assistance, marketing assistance, and financial counseling. Manufacturing Works is committed to helping businesses by delivering solutions for creating wealth. Manufacturing-Works, in conjunction with others, can deliver complete solutions for companies.

Manufacturing-Works is a not-for-profit organization with professionals positioned throughout Wyoming, with current offices located in Cheyenne, Laramie, Powell, Riverton and Douglas. MW offers unlimited access to technical and business assistance for contract development and completion.

Manufacturing-Works is a partnership with the National Institute of Standards and Technology (NIST), the Wyoming Business Council, and the University of Wyoming.

For more information, contact:



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* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: EQUIPMENT MAINTENANCE SERVICES

“Manufacturing-Works once again provided us invaluable training in marketing and sales allowing us to make significant gains in our market share and profit margins by finding the right venues for promoting our product lines. Even with the continuing changes to the economy we are certain we will continue to make significant gains in our market place based on the agility and application techniques we were taught.”

Todd Colbrese, CEO/General Manager
Equipment Maintenance Services

Equipment Maintenance Services Increases Sales with Help from Manufacturing Works

Equipment Maintenance Services (EMS), founded in 1981, provides support in manufacturing products for the mining and electric utility industries. The company provides a full-array of armatures and other customized parts as part of a machining operation that replaces OEM (Original Equipment Manufacturer) parts with more reliable and long lasting products. The company's Gillette, Wyoming facility employs 66 people.

Situation:

EMS was facing a downturn of the economy along with decreased support for the energy industry. The company contacted Manufacturing-Works, a NIST MEP network affiliate, to help revitalize their sales and marketing efforts.

Solution:

Manufacturing-Works linked EMS with a partner affiliate, Tom Reilly, president and founder of Tom Reilly Training. Tom provided training and workforce services in the form of sales classes to the company's key staff. As a result of Manufacturing-Works' assistance, EMS reduced costs with the revamping of their marketing/sales department and new sales techniques.

Results:

- * Increased sales by \$2 million.
- * Reduced costs by \$50,000.
- * Created 3 jobs.
- * Retained 3 jobs.

Created 3 new jobs